

Addendum No. 1 to RFP 15-59



CITY OF SOMERVILLE, MASSACHUSETTS
Department of Purchasing
JOSEPH A. CURTATONE
MAYOR

To: All Parties on Record with the City of Somerville as Holding RFP 15-59,
Energy Management Partner

From: Angela M. Allen, Purchasing Director

Date: January 13th, 2015

Re: Answer questions

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Please acknowledge receipt of this Addendum by signing below and including this form in your proposal package. Failure to do so may subject the proposer to disqualification.

NAME OF COMPANY / INDIVIDUAL: _____

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SIGNATURE OF AUTHORIZED INDIVIDUAL: _____

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ACKNOWLEDGEMENT OF ADDENDA:

Addendum #1 _____ **#2** _____ **#3** _____ **#4** _____

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1. Questions and Answers

- Q. *The City has articulated a goal of carbon net-zero by 2050 and a goal of cutting residential energy consumption by 20% by 2020. Is there a baseline year to be used to gauge the 20% energy reduction?*
- A. The baseline year is to be determined during the first round of the program and may be available in future years of the program. The City is working to get a baseline citywide as a whole, and is working with the utilities to get overall public consumption numbers. When a baseline is established, the City will work with the EMP to establish a goal that aligns the program with overall City energy targets and plans. This program is looking to cut the energy costs of the program participants by 20%, not necessarily the city as a whole.
- Q. *Period of performance in Section 2.5 reads 2105.*
- A. The period of performance will be through 2018.
- Q. *To achieve the net-zero goal, is the outreach to include renewable energy generation opportunities, or focused on energy efficiency measures?*
- A. The project implementation is to be determined, based on the selected partner. The City is in the early stages of creating a residential solar program. We do not plan for the energy management partner program to grow into an energy efficiency AND renewable program because we will have an independent renewable program. We understand organizations will have renewable energy services as part of their offerings and we will work out the program details with the selected partner to determine how that will factor into the outreach and programmatic communication.
- Q. *What is the timeframe on the aforementioned renewable energy program?*
- A. To be determined. It is in the early stages but will likely have movement this year.
- Q. *The program is a partnership, not a purchase. What City resources could be applied as part of the partnership? What kind of resources did you have in mind – mailers, databases, etc.?*
- A. The exact program specifics will be worked out in the contract with the selected partner based on the respondent's program capabilities and needs. We anticipate that we will share databases and lists of potential program participants, as well as dedicated staff time from the project manager. The selected partner is expected to have a plan with elements to meet the program needs and that will determine what the City would provide. These may include access to the means to contact residents, partner in outreach events, help with outreach logistics, and staff and time resources.
- Q. *Is there any funding available for the energy management partner? Is it contingent on funding resources? How will the EMP benefit?*
- A. The selected partner will conduct energy efficiency improvements based on their business model. The value is that the partner gets an endorsement from the City as the selected and trusted vendor. The participants in the program serve as customers for the partner and value to the partner as paying customers.
- Q. *How will the program interact with the MassSave program?*
- A. the City is looking for a partner that can carry out audits and implement energy efficiency improvements within Somerville, helping customers take advantage of all available rebates and incentives that the MassSave program offers, as well as additional measures that they feel make sense from an energy reduction standpoint. As stated in the RFQ, the City is looking for innovative ideas in the area of tracking, collecting and publicizing aggregated energy usage data, which is currently not a component of the MassSave program.

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Q. *There is no guarantee the vendor receives funding? What if the citizens takes advantage of the MassSave program independently?*

A. That is how the market works for businesses in this field currently. Businesses can conduct an energy audit for private individuals with no guarantee of implementing energy efficiency improvements in that home. Competing energy management companies currently do and will continue to operate in Somerville. The benefit for the City's partner as well as the community is that citizens would not necessarily take the steps to do so without the knowledge, confidence, and outreach that we can enhance through collaboration with the City.

Q. *What is the benefit of being the awarded partner aside from saying the City is a partner?*

A. From our findings from a previous program funded through ARRA funds, we saw a large influx in people participating in the MassSave program. It is up to individual respondents to determine if a partnership with the City as the preferred vendor will demonstrate value for their business in the form of new customers.